PRICE LIST

PHILIP MORRIS

U.S.A.
120 PARK AVENUE, NEW YORK, N.Y. 10017

MANUFACTURERS OF HIGHEST GRADE CIGARETTES

JANUARY 26, 1998

U.P.C. Manufacturer's Identification No. 28200

MAIL ORDERS:

Philip Morris U.S.A.
P.O. Box 26603
Richmond, Virginia 23261

TOLL FREE PHONE ORDERS:

1-800-446-7030

Please Refer to Back Page for "Terms and Conditions of Sale"

2072452351

Source: https://www.industrydocuments.ucsf.edu/docs/sjln0004

FIRST-QUALITY CIGARETTES

Brand	Size/ Style Packing	Quantity to Case and UPC No.	UPC Carton Code	UPC Package Code	Suppressed UPC Package Code	Price Per M	Price Per Cs
ALPINE Menthol Filter	20's King Soft Pack	6M (00926) 12M (00920)	10920	00892	288922	$53.20	$319.20 638.40
ALPINE 100's Menthol Filter	20's 100mm Soft Pack	6M (00936) 12M (00930)	10930	00893	288932	53.20	319.20 638.40
ALPINE LIGHTS Menthol Filter	20's King Soft Pack	6M (00946) 12M (00940)	10940	00894	288942	53.20	319.20 638.40
ALPINE LIGHTS 100's Menthol Filter	20's 100mm Soft Pack	6M (00956) 12M (00950)	10950	00895	288952	53.20	319.20 638.40
BASIC	20's Regular Soft Pack	12M (06320)	16320	00632		53.20	638.40
BASIC Filter	20's King Soft Pack	12M (06210)	16210	00621		53.20	638.40
BASIC Menthol Filter	20's King Soft Pack	12M (06330)	16330	00633		53.20	638.40
BASIC Filter	20's King FLIP-TOP Box	12M (06200)	16200	00620	286202	53.20	638.40
BASIC Menthol Filter	20's King FLIP-TOP Box	12M (06360)	16360	00636	286362	53.20	638.40
BASIC 100's Filter	20's 100mm Soft Pack	12M (06230)	16230	00623		53.20	638.40
BASIC 100's Menthol Filter	20's 100mm Soft Pack	12M (06340)	16340	00634		53.20	638.40
BASIC 100's Filter	20's 100mm FLIP-TOP Box	12M (06220)	16220	00622	286222	53.20	638.40
BASIC LIGHTS Filter	20's King Soft Pack	12M (06250)	16250	00625		53.20	638.40
BASIC LIGHTS Menthol Filter	20's King Soft Pack	12M (06260)	16260	00626		53.20	638.40
BASIC LIGHTS Filter	20's King FLIP-TOP Box	12M (06240)	16240	00624	286242	53.20	638.40
BASIC LIGHTS 100's Filter	20's 100mm Soft Pack	12M (06270)	16270	00627		53.20	638.40
BASIC LIGHTS 100's Menthol Filter	20's 100mm Soft Pack	12M (06280)	16280	00628		53.20	638.40
BASIC LIGHTS 100's Filter	20's 100mm FLIP-TOP Box	12M (06350)	16350	00635	286352	53.20	638.40
BASIC ULTRA LIGHTS Ultra Low Tar Filter	20's King Soft Pack	12M (06290)	16290	00629		53.20	638.40
BASIC ULTRA LIGHTS 100's Ultra Low Tar Filter	20's 100mm Soft Pack	12M (06310)	16310	00631		53.20	638.40
BENSON & HEDGES DELUXE Filter	20's King Princess Pack	3M (00072)	10070	00807		98.45	295.35
BENSON & HEDGES 100's Filter00000	20's 100mm Soft Pack	6M (00406) 12M (00400)	10400	00840	288402	66.70	400.20 800.40
BENSON & HEDGES 100's Menthol Filter	20's 100mm Soft Pack	6M (00436) 12M (00431)	10431	00843	288432	66.70	400.20 800.40
BENSON & HEDGES 100's Filter	20's 100mm FLIP-TOP Box	6M (00416)	10416	00841	288412	66.70	400.20
BENSON & HEDGES 100's Menthol Filter	20's 100mm FLIP-TOP Box	6M (00426)	10426	00842	288422	66.70	400.20
BENSON & HEDGES 100's LIGHTS Filter	20's 100mm Soft Pack	6M (00516) 12M (00510)	10510	00851	288512	66.70	400.20 800.40
BENSON & HEDGES 100's LIGHTS Menthol Filter	20's 100mm Soft Pack	6M (00526) 12M (00520)	10520	00852	28852	66.70	400.20 800.40
BENSON & HEDGES 100's LIGHTS Filter	20's 100mm FLIP-TOP Box	6M (00906) 12M (00900)	10900	00890	288902	66.70	400.20 800.40
BENSON & HEDGES 100's LIGHTS Menthol Filter	20's 100mm FLIP-TOP Box	6M (00916) 12M (00910)	10910	00891	288912	66.70	400.20 800.40
BENSON & HEDGES 100's Deluxe Ultra Lights Filter	20's100mm FLIP-TOP Box	6M (01106) 12M (01100)	11100	00110	281102	66.70	400.20 800.40
BENSON & HEDGES 100's Deluxe Ultra Lights Menthol Filter	20's 100mm FLIP-TOP Box	6M (01116) 12M (01110)	11110	00111	281112	66.70	400.20 800.40
BRISTOL	20's Regular Soft Pack	6M (02346) 12M (02340)	12340	00234	282342	53.20	319.20 638.40

*Where two case sizes are indicated, our local warehouse normally stocks only the larger size. Half case lots, in most instances, must be shipped from Richmond, Virginia, and are available only to those customers whose sales volume does not warrant ordering the standard 12M case sizes. Customers will be allowed to purchase only one 6M case per brand per order.

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Brand	Size/ Style Packing	Quantity to Case and UPC No.	UPC Carton Code	UPC Package Code	Suppressed UPC Package Code	Price Per M	Price Per Cs
BRISTOL	20's King	6M (02326)					$319.20
Filter	Soft Pack	12M (02320)	12320	00232	282322	$53.20	638.40
BRISTOL 100's	20's 100mm	6M (02336)					319.20
Filter	Soft Pack	12M (02330)	12330	00233	282332	53.20	638.40
BRISTOL LIGHTS	20's King	6M (02226)					319.20
Filter	Soft Pack	12M (02220)	12220	00222	282222	53.20	638.40
BRISTOL LIGHTS	20's King	6M (02236)					319.20
Menthol Filter	Soft Pack	12M (02230)	12230	00223	282232	53.20	638.40
BRISTOL LIGHTS 100's	20's 100mm	6M (02246)					319.20
Filter	Soft Pack	12M (02240)	12240	00224	282242	53.20	638.40
BRISTOL LIGHTS 100's	20's 100mm	6M (02256)					319.20
Menthol Filter	Soft Pack	12M (02250)	12250	00225	282252	53.20	638.40
BRISTOL ULTRA LIGHTS 100's	20's 100mm	6M (02356)					319.20
Filter	Soft Pack	12M (02350)	12350	00235	282352	53.20	638.40
BRISTOL LOWEST	20's King	6M (02806)					319.20
Ultra Low Tar Filter	Soft Pack	12M (02800)	12800	00280	282802	53.20	638.40
BRISTOL LOWEST 100's	20's 100mm	6M (02816)					319.20
Ultra Low Tar Filter	Soft Pack	12M (02810)	12810	00281	282812	53.20	638.40
BUCKS	20's King	6M (01226)					319.20
Filter	Soft Pack	12M (01220)	11220	00122	281222	53.20	638.40
BUCKS LIGHTS	20's King	6M (01266)					319.20
Filter	Soft Pack	12M (01260)	11260	00126	281262	53.20	638.40
CAMBRIDGE	20's King	6M (00866)					319.20
Filter	Soft Pack	12M (00860)	10860	00886	288862	53.20	638.40
CAMBRIDGE 100's	20's 100mm	6M (00886)					319.20
Filter	Soft Pack	12M (00880)	10880	00888	288882	53.20	638.40
CAMBRIDGE LIGHTS	20's King	6M (01426)					319.20
Filter	Soft Pack	12M (01420)	11420	00142	281422	53.20	638.40
CAMBRIDGE LIGHTS	20's King	6M (01436)					319.20
Menthol Filter	Soft Pack	12M (01430)	11430	00143	281432	53.20	638.40
CAMBRIDGE LIGHTS 100's	20's 100mm	6M (01446)					319.20
Filter	Soft Pack	12M (01440)	11440	00144	281442	53.20	638.40
CAMBRIDGE LIGHTS 100's	20's 100mm	6M (01456)					319.20
Menthol Filter	Soft Pack	12M (01450)	11450	00145	281452	53.20	638.40
CAMBRIDGE 100's	20's 100mm	6M (00376)					319.20
Ultra Lights Filter	Soft Pack	12M (00370)	10370	00837	288372	53.20	638.40
CAMBRIDGE LOWEST	20's King	6M (02786)					319.20
Ultra Low Tar Filter	Soft Pack	12M (02780)	12780	00278	282782	53.20	638.40
CAMBRIDGE LOWEST 100's	20's 100mm	6M (02796)					319.20
Ultra Low Tar Filter	Soft Pack	12M (02790)	12790	00279	282792	53.20	638.40
COLLECTOR'S CHOICE	20's King						
SKYLINE SERIES	Soft Pack	12M (01950)	11950			53.20	638.40
Filter							
COLLECTOR'S CHOICE	20's King						
VISTA SERIES	Soft Pack	12M (01690)	11690			53.20	638.40
Lights Filter							
COLLECTOR'S CHOICE	20's King						
MEDLEY SERIES	Soft Pack	12M (01140)	11140			53.20	638.40
Lights Menthol Filter							
COMMANDER	20's Regular						
	Soft Pack	6M (00106)	10106	00810	288102	66.70	400.20
COMMANDER	20's King						
	Soft Pack	6M (00096)	10090	00809	288092	66.70	400.20
ENGLISH OVALS	20's King						
	Cardboard Box	3M (00381)	10381	00838		98.45	295.35
MARLBORO	20's King	6M (00296)					400.20
Filter	Soft Pack	12M (00290)	10290	00829	288292	66.70	800.40
MARLBORO	20's King	6M (00216)					400.20
Menthol Filter	Soft Pack	12M (00210)	10216	00821	288212	66.70	800.40
MARLBORO 25's	25's King	6M (03296)					400.20
Filter	Soft Pack	12M (03291)	13291	00329	283292	66.70	800.40

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MARLBORO Filter	20's Long Size FLIP-TOP Box	6M (00019) 12M (00012)	10012	00801	288012	$66.70	$400.20 800.40
MARLBORO 100's Filter	20's 100mm Soft Pack	6M (00486) 12M (00480)	10480	00848	288482	66.70	400.20 800.40
MARLBORO 100's Filter	20's 100mm FLIP-TOP Box	6M (00536) 12M (00530)	10530	00853	288532	66.70	400.20 800.40
MARLBORO MEDIUM Low Tar Filter	20's King Soft Pack	6M (02716) 12M (02710)	12710	00271	282712	66.70	400.20 800.40
MARLBORO MEDIUM 100's Low Tar Filter	20's 100mm Soft Pack	12M (02750)	12750	00275	282752	66.70	800.40
MARLBORO MEDIUM Low Tar Filter	20's King FLIP-TOP Box	6M (02706) 12M (02700)	12700	00270	282702	66.70	400.20 800.40
MARLBORO MEDIUM 100's Low Tar Filter	20's 100mm FLIP-TOP Box	12M (02740)	12740	00274	282742	66.70	800.40
MARLBORO LIGHTS Filter	20's King Soft Pack	6M (00666) 12M (00660)	10660	00866	288662	66.70	400.20 800.40
MARLBORO LIGHTS Menthol Filter	20's King Soft Pack	6M (01586)	11580	00158	281582	66.70	400.20
MARLBORO LIGHTS 25's Filter	25's King Soft Pack	6M (03666) 12M (03661)	13661	00366	283662	66.70	400.20 800.40
MARLBORO LIGHTS Filter	20's King FLIP-TOP Box	6M (00696) 12M (00690)	10690	00869	288692	66.70	400.20 800.40
MARLBORO LIGHTS Menthol Filter	20's King FLIP-TOP Box	6M (01596) 12M (01590)	11596	00159	281592	66.70	400.20 800.40
MARLBORO LIGHTS 100's Filter	20's 100mm Soft Pack	6M (00186) 12M (00180)	10180	00818	288182	66.70	400.20 800.40
MARLBORO LIGHTS 100's Menthol Filter	20's 100mm Soft Pack	6M (01576)	11570	00157	281572	66.70	400.20
MARLBORO LIGHTS 100's Filter	20's 100mm FLIP-TOP Box	6M (00196) 12M (00190)	10190	00819	288192	66.70	400.20 800.40
MARLBORO LIGHTS 100's Menthol Filter	20's 100mm FLIP-TOP Box	6M (01566) 12M (01560)	11566	00156	281562	66.70	400.20 800.40
MARLBORO ULTRA LIGHTS Filter	20's King FLIP-TOP Box	12M (01780)	11780	00178	281782	66.70	800.40
MARLBORO ULTRA LIGHTS 100's Filter	20's 100mm FLIP-TOP Box	12M (01790)	11790	00179	281792	66.70	800.40
MARLBORO 5 PACK Filter	20's King Soft Pack	6M (00295)	10295	00829	288292	66.70	400.20
MARLBORO 5 PACK Filter	20's Long Size FLIP-TOP Box	6M (00015)	10015	00801	288012	66.70	400.20
MARLBORO MEDIUM 5 PACK Low Tar Filter	20's King Soft Pack	6M (02715)	12715	00271	282712	66.70	400.20
MARLBORO MEDIUM 5 PACK Low Tar Filter	20's King FLIP-TOP Box	6M (02705)	12705	00270	282702	66.70	400.20
MARLBORO LIGHTS 5 PACK Filter	20's King Soft Pack	6M (00665)	10665	00866	288662	66.70	400.20
MARLBORO LIGHTS 5 PACK Filter	20's King FLIP-TOP Box	6M (00695)	10695	00869	288692	66.70	400.20
MERIT Filter	20's King Soft Pack	6M (00716) 12M (00710)	10710	00871	288712	66.70	400.20 800.40
MERIT Menthol Filter	20's King Soft Pack	6M (00726) 12M (00720)	10720	00872	288722	66.70	400.20 800.40
MERIT Filter	20's King FLIP-TOP Box	6M (01206) 12M (01200)	11200	00120	281202	66.70	400.20 800.40
MERIT 100's Filter	20's 100mm Soft Pack	6M (00766) 12M (00760)	10760	00876	288762	66.70	400.20 800.40
MERIT 100's Menthol Filter	20's 100mm Soft Pack	6M (00776) 12M (00770)	10770	00877	288772	66.70	400.20 800.40
MERIT ULTRA LIGHTS Filter	20's King Soft Pack	6M (01016) 12M (01010)	11010	00101	281012	66.70	400.20 800.40
MERIT ULTRA LIGHTS Menthol Filter	20's King Soft Pack	6M (01026) 12M (01020)	11020	00102	281022	66.70	400.20 800.40
MERIT ULTRA LIGHTS Filter	20's King FLIP-TOP Box	6M (01806) 12M (01800)	11800	00180	281802	66.70	400.20 800.40
MERIT 100's ULTRA LIGHTS Filter	20's 100mm Soft Pack	6M (01036) 12M (01030)	11030	00103	281032	66.70	400.20 800.40

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FIRST-QUALITY CIGARETTES

Brand	Size/ Style Packing	Quantity to Case and UPC No.	UPC Carton Code	UPC Package Code	Suppressed UPC Package Code	Price Per M	Price Per Cs
MERIT 100's ULTRA LIGHTS	20's 100mm	6M (01046)					$400.20
Menthol Filter	Soft Pack	12M (01040)	11040	00104	281042	$66.70	800.40
MERIT 100's ULTRA LIGHTS	20's 100mm	6M (01836)					400.20
Filter	FLIP-TOP Box	12M (01830)	11830	00183	281832	66.70	800.40
MERIT ULTIMA	20's King	6M (02876)					400.20
Ultra Low Tar Filter	Soft Pack	12M (02870)	12870	00287	282872	66.70	800.40
MERIT ULTIMA 100's	20's 100mm	6M (02896)					400.20
Ultra Low Tar Filter	Soft Pack	12M (02890)	12890	00289	282892	66.70	800.40
MERIT ULTIMA	20's King	6M (02866)					400.20
Ultra Low Tar Filter	FLIP-TOP Box	12M (02860)	12860	00286	282862	66.70	800.40
MERIT ULTIMA 100's	20's 100mm	6M (02886)					400.20
Ultra Low Tar Filter	FLIP-TOP Box	12M (02880)	12880	00288	282882	66.70	800.40
Benson & Hedges	20's King						
MULTIFILTER	Soft Pack	6M (00396)	10390	00839	288392	66.70	400.20
PARLIAMENT LIGHTS	20's King	6M (00046)					400.20
Filter–Recessed	Soft Pack	12M (00040)	10040	00804	288042	66.70	800.40
PARLIAMENT LIGHTS	20's Long Size	6M (00056)					400.20
Filter–Recessed	FLIP-TOP Box	12M (00050)	10050	00805	288052	66.70	800.40
PARLIAMENT LIGHTS 100's	20's 100mm	6M (00506)					400.20
Filter–Recessed	Soft Pack	12M (00500)	10500	00850	288502	66.70	800.40
PLAYER'S	20's Regular						
Navy-Cut Medium	Princess Pack	3M (00221)	10221	00822		98.45	295.35
PLAYERS	20's King						
Filter	FLIP-TOP Box	6M (01166)	11160	00116	281162	66.70	400.20
PLAYERS	20's King						
Menthol Filter	FLIP-TOP Box	6M (01186)	11180	00118	281182	66.70	400.20
PLAYERS 100's	20's 100mm						
Filter	FLIP-TOP Box	6M (01176)	11170	00117	281172	66.70	400.20
PLAYERS 100's	20's 100mm						
Menthol Filter	FLIP-TOP Box	6M (01196)	11190	00119	281192	66.70	400.20
PLAYERS LIGHTS 25's	25's King						
Filter	Soft Pack	6M (04166)	14160	00416	284162	53.52‡	321.12‡
PLAYERS LIGHTS 25's	25's King						
Menthol Filter	Soft Pack	6M (04186)	14180	00418	284182	53.52‡	321.12‡
PLAYERS LIGHTS 25's 100's	25's 100mm						
Filter	Soft Pack	6M (04176)	14170	00417	284172	53.52‡	321.12‡
PLAYERS LIGHTS 25's 100's	25's 100mm						
Menthol Filter	Soft Pack	6M (04196)	14190	00419	284192	53.52‡	321.12‡
SARATOGA 120's	20's 120mm	6M (00086)					400.20
Filter	FLIP-TOP Box	12M (00080)	10080	00808	288082	66.70	800.40
SARATOGA 120's	20's 120mm	6M (001368)					400.20
Menthol Filter	FLIP-TOP Box	12M (00130)	10130	00813	288132	66.70	800.40
VIRGINIA SLIMS 100's	20's 100mm	6M (00606)					400.20
Filter	Soft Pack	12M (00601)	10601	00860	288602	66.70	800.40
VIRGINIA SLIMS 100's	20's 100mm	6M (00636)					400.20
Menthol Filter	Soft Pack	12M (00631)	10631	00863	288632	66.70	800.40
VIRGINIA SLIMS LIGHTS 100's	20's 100mm	6M (00646)					400.20
Filter	Crush-Proof Pack	12M (00640)	10640	00864	288642	66.70	800.40
VIRGINIA SLIMS LIGHTS 100's	20's 100mm	6M (00656)					400.20
Menthol Filter	Crush-Proof Pack	12M (00650)	10650	00865	288652	66.70	800.40
VIRGINIA SLIMS LIGHTS 120's	20's 120mm	6M (01616)					400.20
Filter	Crush-Proof Pack	12M (01610)	11610	00161	281612	66.70	800.40
VIRGINIA SLIMS LIGHTS 120's	20's 120mm	6M (01626)					400.20
Menthol Filter	Crush-Proof Pack	12M (01620)	11620	00162	281622	66.70	800.40
VIRGINIA SLIMS ULTRA LIGHTS	20's 100mm	6M (01606)					400.20
Filter	Crush-Proof Pack	12M (01600)	11600	00160	281602	66.70	800.40
VIRGINIA SLIMS ULTRA LIGHTS	20's 100mm	6M (01636)					400.20
Menthol Filter	Crush-Proof Pack	12M (01630)	11630	00163	281632	66.70	800.40
SUPERSLIMS From Virginia Slims	20's 100mm	6M (02106)					400.20
Filter	Crush-Proof Pack	12M (02100)	12100	00210	282102	66.70	800.40
SUPERSLIMS From Virginia Slims	20's 100mm	6M (02116)					400.20
Menthol Filter	Crush-Proof-Pack	12M (02110)	12110	00211	282112	66.70	800.40

‡This is the base price for Players Lights 25's; however, the invoice price will vary by locality, based on state and local tax differential adjustments.

USA Incl. Training (Profit Reference)

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TERMS AND CONDITIONS OF SALE

All prices are subject to change without notice.

All orders, including those held by us for future shipment, are subject to acceptance or reduction by our Richmond office. Prices, styles and sizes of product will be those in effect on date of shipment.

All credit worthy direct buying customers are required to participate in the Philip Morris USA Electronic Payment Program (EPP). Standard credit terms are a standard discount of 3.25% for orders drafted (debited) by Philip Morris USA from the customer's designated bank account twelve (12) days from the normal (anticipated) date of delivery of product. These standard credit terms are available to customers who meet our standards of continuing credit worthiness and are subject to change without notice based on our standard credit policies.

During periods of unusual sales demand we reserve the right to allocate shipment quantities of our brands to all customers. Such allocations will be based on all orders (including standing orders), will bear a relationship to each customer's average weekly shipments, and will apply on a proportionally equal basis to all customers.

All orders must be in units of full cases as indicated for each brand and must consist of at least 175 pounds shipping weight. The approximate weight of our cigarette cases is 38 pounds per 12M case.

All shipments are F.O.B. our factory or public warehouse, freight prepaid. We reserve the right, whenever necessary, to make shipment by means other than rail or truck.

We offer our assistance to customers in tracing delayed shipments or collecting claims for their accounts if customers furnish necessary papers, including assignment of claim.

There is no insurance on our merchandise in transit (other than coverage normally maintained by the carrier) unless the customer makes written request for additional coverage and agrees to pay the cost thereof.

No claims of any nature will be considered unless made in writing within 5 days after receipt of goods.

Goods claimed to be unsalable may be returned for credit only when and to the extent authorized in writing by our Richmond office or Philip Morris Representative.

It will be entirely your responsibility and risk, and under no circumstances will any loss be paid by Philip Morris USA, should you extend credit to any of our sales representatives, whether by cash loan, sale or delivery of merchandise on credit or any other form of credit, or should you cash checks other than this Company's checks, without requesting and receiving specific authorization in writing or by telegram from our New York office.

Write Philip Morris USA, P.O. Box 26603, Richmond Virginia, 23261 for details of promotional allowances available to retail operators.

No Philip Morris Representative or individual employee of this Company has any authority to alter any circular, letter or price list issued by Philip Morris USA.

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